

# **Contracting Perspectives For CDG Orientation**

**September 18, 2002**

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# **Contracting**

## ***According to FAR***

*Contracting* means purchasing, renting, leasing, or otherwise obtaining supplies or services from nonfederal sources. Contracting includes description (but not determination) of supplies and services required, selection and solicitation of sources, preparation and award of contracts, and all phases of contract administration.

# Contracting

## *Old Paradigm*

- Don't call me; I'll call you (pass requirement over the transom)
- Traffic cop
- Stay in the box – follow the rules
- Primary focus – ***the contract***

# Contracting

## *New Paradigm*

- Pro-active; customer focused
  - Early and continuous involvement with customer
  - Know/understand customer processes and environment
- Mission oriented business advisors
  - provide business solutions to best satisfy acquisition problems and mission requirements
  - Develop and negotiate business arrangements that best meet mutual goals of customer and supplier
  - Primary focus – ***customer mission accomplishment***

# **Contracting**

## ***Why is it Important to YOU?***

- How many systems have Army PMO's developed over the past 25 years?
- How many systems have Army PMO's produced over the past 25 years?
- How many spare/repair parts have IM's provided over the past 25 years?
- How many weapons systems acquisitions have been totally managed in-house over the past 25 years?

# **Contracting**

## ***What's in it for ME?***

- At a minimum - better understand a key member of the acquisition team
  - What they can do!
  - What they can't do (and why)!
- Obtain working knowledge of the business systems, processes and environment (so that you can better utilize contracting assets)
- Obtain additional functional qualification???
- Networking

# **Contracting**

## ***Where are the developmental opportunities?***

- All Army contracting activities and offices
- HQs AMC
- HQs ACA
- ODASA(P&P)
- DCMA?
- OSD/DDP?

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